



Ref: STEX/SECT/2022

August 10, 2022

The Relationship Manager, DCS-CRD BSE Limited (BSE), Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001 BSE Scrip Code: 500480	National Stock Exchange of India Limited (NSE), Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai 400 051 NSE Symbol: CUMMINSIND
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Subject: Intimation of presentation given by the Managing Director at the 61st Annual General Meeting of the Members of Cummins India Limited ('Company').

Dear Sir/ Madam,

With reference to our intimation dated July 16, 2022 towards 61st Annual General Meeting, we are enclosing for your records copy of presentation made by the Managing Director to the members at the Annual General Meeting of the Company held on August 10, 2022.

Kindly take this intimation on your record.

Thanking you,

Yours faithfully,
For Cummins India Limited

Vinaya A. Joshi
Company Secretary & Compliance Officer
Encl.: As above.

(This letter is digitally signed)

CUMMINS INDIA LIMITED (CIL) 61st ANNUAL GENERAL MEETING

Ashwath Ram
Managing Director, Cummins India Limited

August 10, 2022



FOR A WORLD
THAT'S
ALWAYS ON

Public



POWERING INDIA FOR 60 YEARS

WITH INNOVATION
AND DEPENDABILITY



Agenda

Cummins Inc. CEO Transition update and Q2, 2022 Financial Performance

Cummins India Limited (CIL) – 60 Years Legacy and our Top Priorities

CIL FY2021-22 Financial Performance Highlights

Trends, CIL Growth Strategy and Destination Zero

MEET OUR NEW GLOBAL CEO

Effective August 1, 2022, **Jennifer Rumsey, President and COO, has been promoted to President and CEO of Cummins Inc.** She is the seventh CEO and first woman to lead the company since it was founded in 1919.

Tom Linebarger has ended his term as CEO, now serving as the Chairman of the Board and Executive Chairman.



revenue: \$6.6 billion

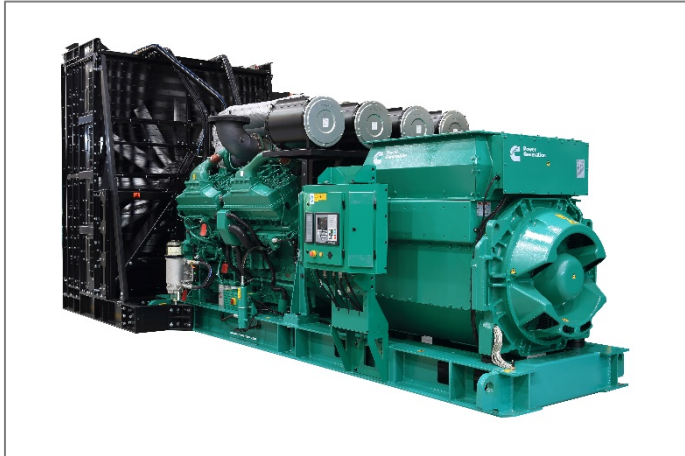
Sales increased 8% from Q2'21

EBITDA*: \$1.0 billion, 15.7% of sales

Compared to \$974 million, 15.9% of sales

Cummins Inc. Q2 2022 performance







**EBITDA is earnings before interest, taxes, depreciation and amortization, and excludes costs related to the indefinite suspension of operations in Russia. EBITDA also excludes costs of \$29 million related to preparations for the separation of the Filtration business.*



60 YEARS LEGACY & TOP PRIORITIES

CUMMINS INDIA LIMITED

A legacy of 60 years..

<p>1962</p> <p>Erstwhile Cummins Engine Company Inc. (CECO), USA and Kirloskar Oil Engines Limited (KOEL) established a joint venture with 50% ownership by CECO, 25.50% by KOEL and 24.50% floated on the Bombay Stock Exchange.</p>		<p>1967</p> <p>Kirloskar Cummins acquired Cummins Diesel Sales and Service from Blackwood Hodge.</p>	
<p>Kirloskar Cummins is conferred with the Rajiv Gandhi National Quality Award.</p> <p>1993</p>	<p>1991</p> <p>Cummins Diesel India Foundation collaborates with Mahatma Jyoti Bapu Education Society (MJKSSS) to set up the first all women engineering college in India. The college is named Cummins College of Engineering for Women (CCEW).</p>		<p>1968</p> <p>A Shipment of 15 engines is dispatched to Egypt, heralding the beginning of export operations in India.</p>
<p>1997</p> <p>Cummins Inc. increases its stake in Kirloskar Cummins to 61%, Kirloskar Oil Engines largely divests its stake and Cummins India Ltd. is incorporated with the other 49% ownership floated on the Bombay Stock Exchange.</p>	<p>1998</p> <p>Valvoline Cummins, a 50:50 joint venture between Ashland Inc. and Cummins India Ltd. is formed to manufacture lubricants.</p>		<p>Cummins India Limited and Cummins Filtration Inc. form Nelson Engineering Ltd. a 50:50 joint venture to design and manufacture mufflers, until the sale of this entity to Global Tube in 2011.</p> <p>2000</p>
<p>Cummins Research and Technology India Ltd. is formed as a 50:50 joint venture between Cummins Inc. and Cummins India Ltd. to provide Analysis Led Design engineering services to Cummins globally. The C-Series engine plant is inaugurated at Viman Nagar, Pune.</p> <p>2003</p>	<p>2002</p> <p>Cummins India Ltd. acquired 48.54% shares in Cummins Generator Technologies India Pvt. Ltd. which was incorporated as 51:49 joint venture between Nevege (now, Cummins Generator Technologies Ltd., UK) and Crompton Greaves.</p>		<p>Cummins India Ltd. sets up Cummins Power Generation.</p> <p>2001</p>
<p>The Automotive Business division is formed to supply BSIII/IIIIV emissions compliant diesel and gas engines to local Automotive OEMs in India by Cummins India Ltd.</p> <p>2005</p>	<p>Cummins Diesel Sales and Service India Ltd., wholly owned subsidiary of Cummins India Ltd. is renamed as Cummins Sales and Service India Ltd. (CSS).</p> <p>2007</p>	<p>2008</p> <p>Three plants open: Power Generation Plant at Pirangut, Cummins Generator Technologies Plant at Ranjansgaon and KV Engine Plant at Kothrud.</p> <p>Ground is broken for the Cummins Megastore at Phaltan.</p>	

<p>2010</p> <p>Inaugurated the second Cummins College of Engineering for Women (CCEW) campus at Nagpur with funding support from the Cummins India Foundation.</p>		<p>2011</p> <p>Cummins Megastore is inaugurated; High Horsepower Rebuild Centre and India Parts Distribution Centre become operational.</p> <p>Cummins SVAM Sales and Service Ltd., a 50:50 joint venture dealership between Cummins India Ltd. and SVAM is incorporated.</p>	<p>Cummins completes 50 YEARS of operations in the Indian subcontinent</p>
	<p>2014</p> <p>Cummins India Office Campus, the first integrated ten acre office campus is inaugurated to accommodate office employees across all Cummins group entities in India.</p>	<p>Phaltan Midrange Uplift Center, the fifth project at the Cummins Megastore commences operations. New plant of the JV, Valvoline Cummins Ltd. is established in Ambarnath, Maharashtra. The low kilowatt genset plant for exports opens at the Special Economic Zone (SEZ) section of the Megastore.</p> <p>2013</p>	<p>2012</p> <p>Foundation Stone is laid for the Cummins India Office Campus at Belwadli in Pune.</p>
<p>2015</p> <p>Cummins Residential Campus, Phaltan was inaugurated.</p>		<p>2018</p> <p>Inauguration of Cummins Technical Centre in India set up by Cummins Group Company that also provides engineering and R&D services to Cummins India Ltd.</p>	
<p>come to Cummins India D-19 vaccination drive</p> <p>2021</p> <p>Cummins Group in India conducted COVID-19 vaccination drives at all its plants and regional offices 32500+ doses administered</p>		<p>2019</p> <p>Cummins Inc. turns 100 Years' Celebration Cummins India Ltd. is a subsidiary of Cummins Inc.</p>	
<p>2022</p>		<p>Cummins completes 60 years in India!</p>	



Transforming lives by **empowering our employees and communities.**

Committed to innovation and dependability to power the success of our customers.



Building a sustainable future by addressing environmental challenges today.

TOP THREE PRIORITIES



Financial Performance CIL FY 2021-22



Revenue: ₹ 6,026 Cr



Profit before Interest Tax:
₹ 1,171 Cr



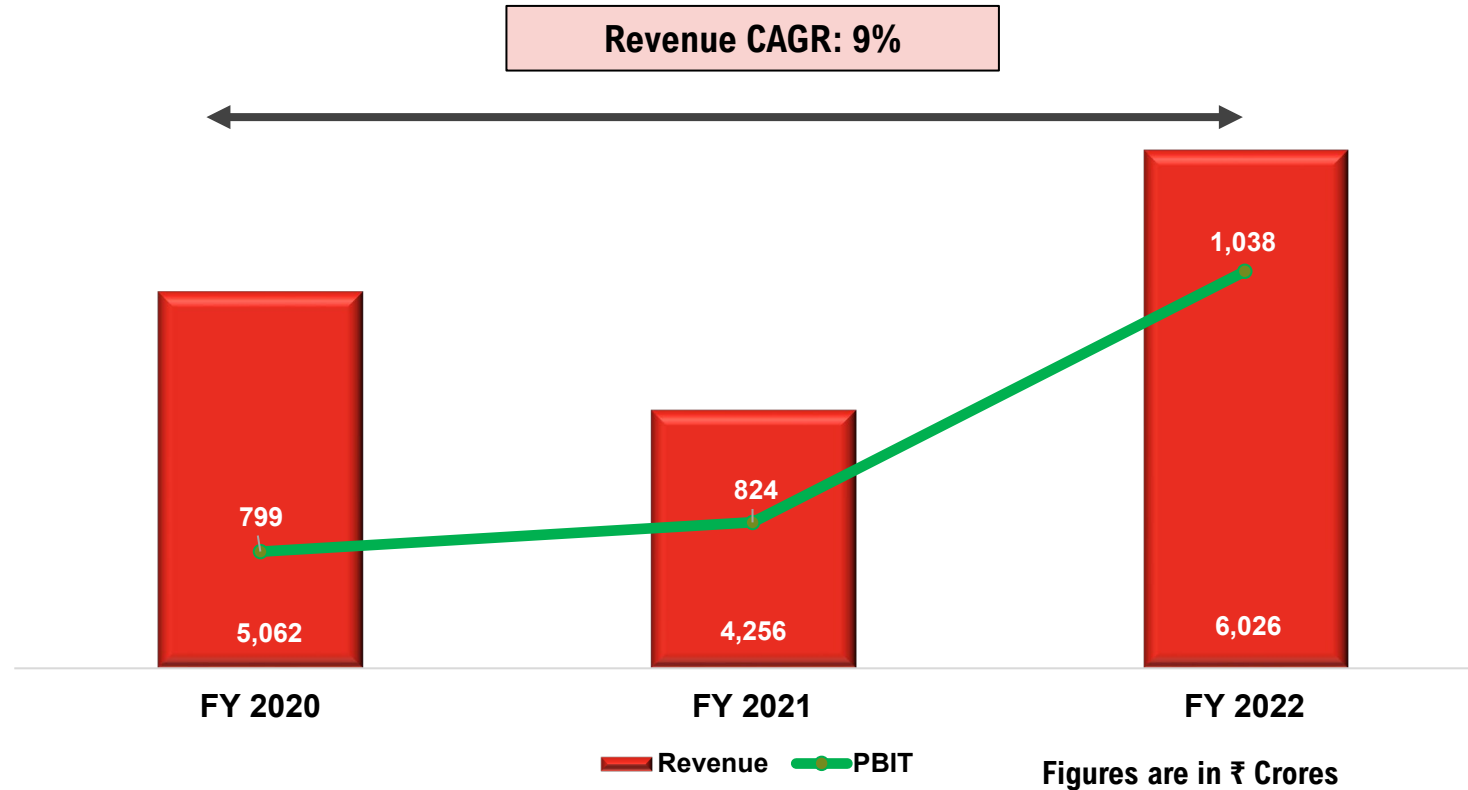
Cash generated from operations:
₹ 707 Cr



Dividend: 925%



REVENUE AND PBIT TREND

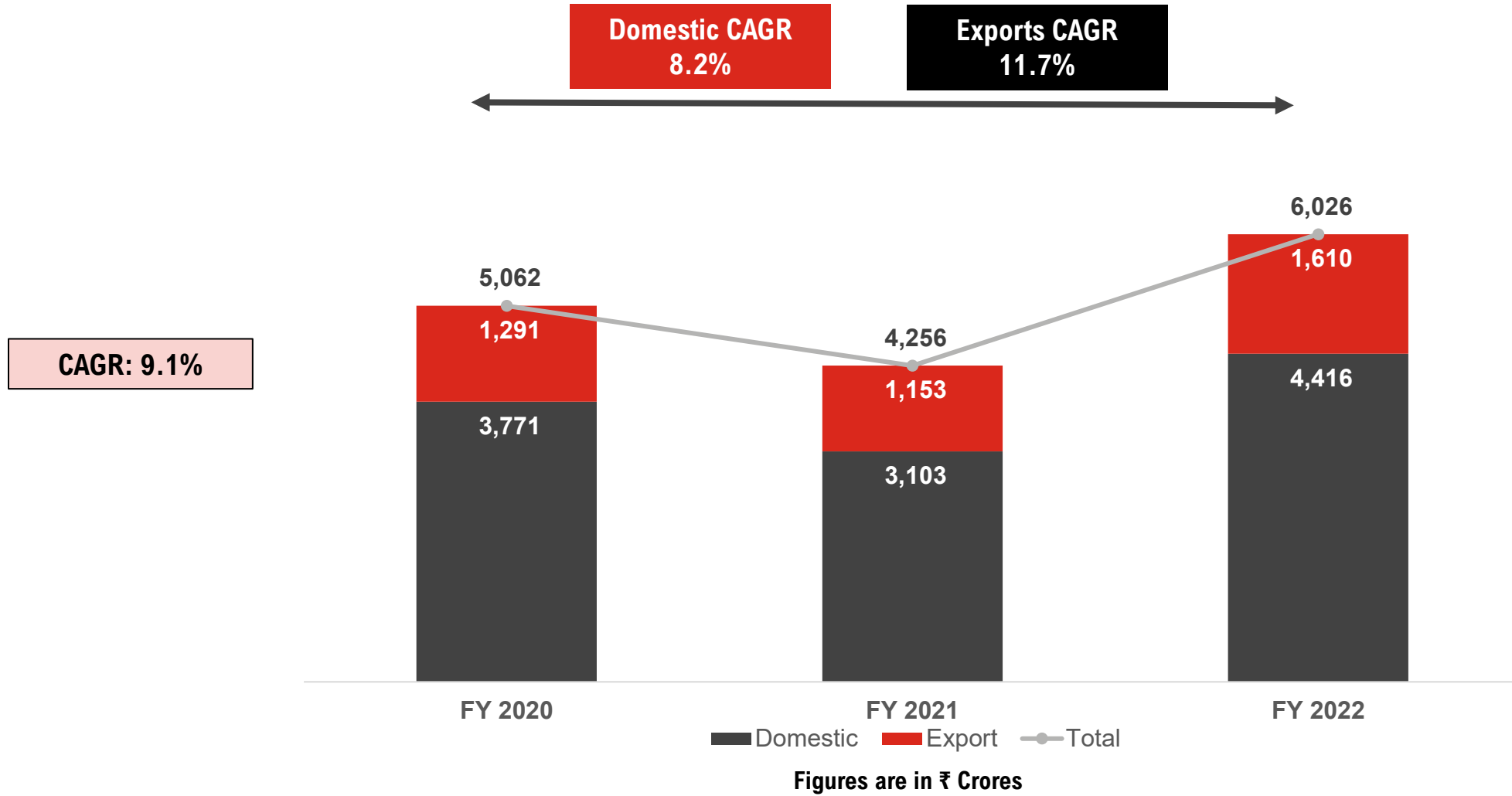


Sales:

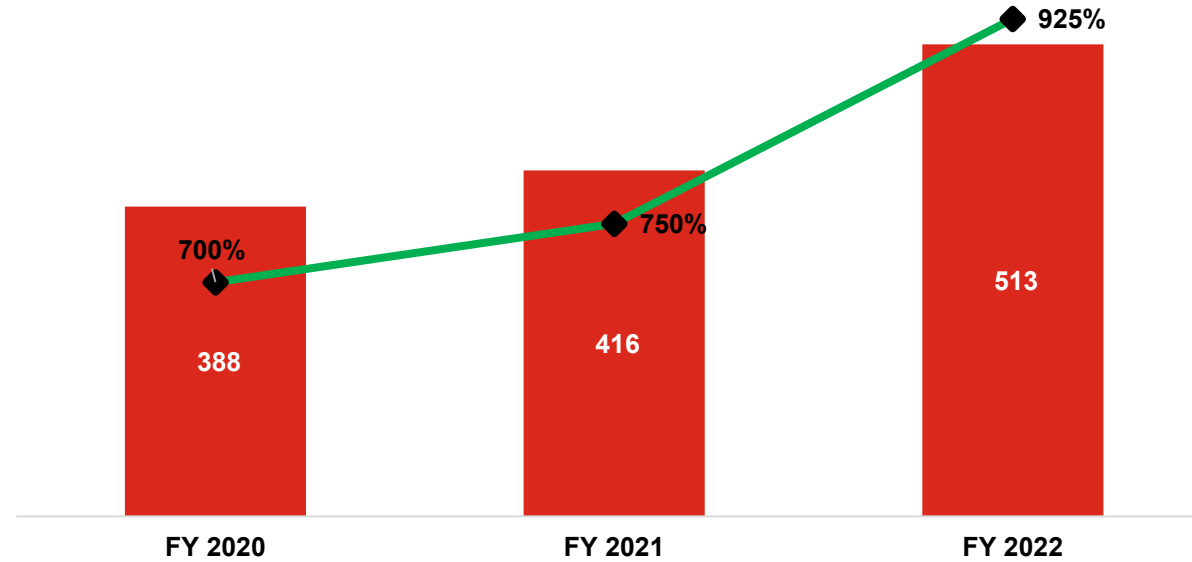
- FY 2020 and FY 2021 significantly impacted due to pandemic
- FY 2022 recorded highest Powergen, Distribution and CIL annual sales

PBIT: Higher profits on account of better leverage and focused efforts in cost management despite commodity cost increase

DOMESTIC VS EXPORTS TREND



DIVIDEND TREND



Figures are in ₹ Crores

FY	FY2020	FY 2021	FY 2022
Dividend Payout% (as a % of Profit after Tax)	68%	67%	*68%

* Exceptional Item has been excluded from Profit after Tax for computation of Dividend Payout %
Excluding Dividend Distribution tax

LOOKING INTO THE FUTURE

TRENDS, CIL GROWTH STRATEGY AND DESTINATION ZERO

KEY TRENDS



Stringent Emission norms



Alternate Fuels



Impetus on Infrastructure development



Rail Electrification



Push for Domestic Manufacturing



Favorable Policies

GROWTH STRATEGY

Profitable growth

OEM penetration

(PSBU, EBU Supply Chain)

Beyond engines

Rail electrification

Alternate and Renewal Sources

Exports

After-market

Value selling

Cost variabalisation

Material efficiency

Footprint optimization

Right talent

Robust supply chain

Technology enabled growth

Growth mindset

Inclusion & diversity

Accelerated Cost Efficiency (ACE)

Compliance to HSE, Quality & Accounts

Destination Zero

Cummins Inc. has launched Destination Zero, as a company wide strategy to achieve zero emissions by reducing greenhouse gas (GHG) emissions and supporting the transition to decarbonized power. CIL is committed to support Cummins Inc. in this journey of achieving Zero Emissions for a cleaner and greener planet.



**Lower
emissions today**



**Reduce well-to-
wheels emissions**



**Drive wide-scale
customer adoption**



**Achieve zero
emissions by 2050**

SHARP FOCUS ON THE FUTURE TO TAKE FORWARD OUR LEGACY OF TECHNOLOGY LEADERSHIP, INNOVATION AND DEPENDABILITY



60-YEAR HISTORY OF INNOVATION



GLOBAL FOOTPRINT



EXPERIENCE YOU CAN DEPEND ON



ENGINEERED FOR THE CUSTOMER



SERVICE AND SUPPORT



DIGITAL SOLUTIONS



DIVERSITY, EQUITY & INCLUSION



POWERING A SUSTAINABLE FUTURE



THANK YOU